

Edouard GARRET
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EDUCATION

Coding Bootcamp	Le Wagon , Ruby on Rails, 9 weeks intensive course learning Ruby, JS, Rails, Active Records, HTML & CSS. Program including a final MVP product.
Master (5 years)	EDHEC Business School , Master of Science in Entrepreneurship, Lille, France, inc. exchange program at the University of Alberta (6 months)

EXPERIENCE

Villa Finder

Tourism
Bali, Indonesia
Mar 2015 to Sep 2018
(3 years and 6 months)
Various positions

Business Development - Head of Distribution (last 2 years)

- Launching a new Business Unit (achieving **USD 2,000,000** in last year of Business with a team of 3)
- Sourcing villas for our exclusive portfolio, acting as **Account Manager** for villa owners (main point of contact, reporting, consulting)
- Sourcing partners and **optimizing our existing partnerships** (Superhost on Airbnb, preferred partner on Booking.com, etc.)
- **Team management**: recruitment, coaching, setting up clear KPIs, optimizing work organization (regular meetings & reporting)

Cultures Connection

Buenos Aires, Argentina
& Nice, France
Aug 2012 to Jan 2015
Translation

Business Development - Partner

- Creation and management of the structure in France (company setup, invoicing, cash flow, CRM implementation, collaborative tools setup, etc.)
- Website creation supervision and improvement (SEO, SEM campaigns, landing pages, CTA, trilingual blog, etc.) and Community Management
- Outbound Sales: phone calls and meetings scheduling with warm leads
- Project Management : translators/freelancers selection, quality assurance, process & support documentation creation

LANGUAGE & IT SKILLS

Computer-related knowledge	OOP with Ruby on Rails, MVC, TDD, Active Records, Git & Github, HTML & CSS (confident with Bootstrap & Flexbox) and Javascript.
Languages	French (mother tongue), very fluent in English (TOEIC 950), fluent in Spanish, basic conversational level in Indonesian, currently learning Japanese.

PERSONAL INTERESTS

Sports	Any racquet sport (especially squash at the moment), soccer, rugby (school team), cycling, swimming, hitchhiking (GR20, volcanoes), trails (10-20-30K).
Travels	Interrail Trip in Europe (8 countries in 2 weeks), South America Trip (Peru, Bolivia, Chile), Asia (Indonesia, Malaysia, Thailand, Singapore, Japan) and others (Morocco, Romania, Australia). Lived in England, Canada, Argentina, currently living in Indonesia.